

Message Text

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ACTION COME-00

INFO OCT-01 EA-12 ISO-00 EB-08 AGRE-00 USIA-15 PA-02

PRS-01 CIAE-00 INR-07 NSAE-00 /046 W

-----120960 220604Z /20

R 220100Z DEC 77

FM AMCONSUL SYDNEY

TO SECSTATE WASHDC 8021

INFO USDOC WASHDC

AMEMBASSY SINGAPORE

AMEMBASSY CANBERRA

AMEMBASSY PORT MORESBY

AMEMBASSY SUVA

AMEMBASSY WELLINGTON

AMCONSUL AUCKLAND

AMCONSUL BRISBANE

AMCONSUL MELBOURNE

AMCONSUL PERTH

UNCLAS SYDNEY 2614

E.O. 11652: N/A

TAGS: BEXP, AS

SUBJECT: USIMC FY79 SCHEDULE.

REF: (A) STATE 293602, 12/8/77

(B) CANBERRA 8245, 11/28/77

(C) SILLOWAY/ZETTLER TELCON, 11/4/77

(D) SYDNEY A-50 ("BEST PROSPECTS")

1. REF (A) WAS APPARENTLY SENT WITHOUT CONSIDERING OUR PROPOSED SCHEDULE AS PER REF (B). IMC PROPOSED SCHEDULE ALSO MAILED TO CMM 11/16/77.

2. BASED ON INFO AVAILABLE HERE, WE CONTINUE TO ADVOCATE OUR PROPOSAL REF (B) AND OFFER FOLLOWING ADDITIONAL JUSTIFICATION FOR THOSE EVENTS WE FAVOR OVER
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WASHINGTON PROPOSALS.

3. AIMEX, FEB. 12-15, 1979: AS INDICATED IN SUPPLEMENTARY INFO SENT TO CMM, THIS EVENT HOLDS PROMISE OF BEING MAJOR BONA FIDE INTERNATIONAL SHOW(WITH OVER 100,000 SQ. FT. OF DISPLAYS) WITHOUT SIGNIFICANT COMPETITION SOUTH OF JAPAN. IT WILL BE PROMOTED BY THE ORGANIZER

ALL OVER SOUTH ASIA AND THUS SHOULD DRAW WELL OUTSIDE AUSTRALIA. IT WOULD ALSO TAP BOOMING DOMESTIC MARKET LED BY PLANNED EXPANSIONS OF MINING AND PROCESSING OF NATURAL GAS, ALUMINA, COAL, AND URANIUM. AS FORESEEN IN REF (D) (ENCL. 6, P.8), THE ESTABLISHMENT OF AIMEX HAS MOVED THIS PRODUCT CATEGORY UP TO SECOND PLACE ON OUR PRODUCT PRIORITY LISTING FOR AUSTRALIA WITH A "BPI" OF 39. FURTHER, MELBOURNE UNIVERSITY'S INSTITUTE OF APPLIED ECONOMIC AND SOCIAL RESEARCH RECENTLY FORECAST NON-DWELLING GROSS FIXED CAPITAL EXPENDITURE IN MINING TO INCREASE FROM DOLS. A. 1.7 BILLION IN 1978-9 TO DOLS. A. 2.8 BILLION IN 1980-81. WE SEE MINIMAL CONFLICT WITH U.S. SOLO IN KAKARTA, WHICH WE UNDERSTAND IS PRIMARILY ON MATERIALS HANDLING EQUIPMENT. IF NECESSARY, WE STAND READY TO EXCLUDE MHE FROM U.S. PAVILION AT AIMEX BUT FEEL STRONGLY THAT AIMEX SHOULD TAKE PREFERENCE OVER JAKARTA SHOW IF ONE OF THEM HAS TO BE DROPPED. IN CARRYING OUT IMC MANDATE TO BECOME A MAJOR FORCE IN INTERNATIONAL FAIRS IN THIS REGION, USG PARTICIPATION IN AIMEX WOULD BE AS INFLUENTIAL AS IN ANY OTHER FAIR ON THE HORIZON.

4. THE LATE MARCH SOLO ON COMPUTERS SHOULD BE IN MELBOURNE AS POTENTIAL IN SYDNEY AREA HAS BEEN MORE THOROUGHLY EXPLOITED THRU MEAND OF NOV. '76 T.C. EXHIBITION AND SUBSEQUENT BSP'S.
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5. SINCE WE ARE COMMITTED TO FISHEXPO OFF-SITE OVER 2,000 MILES FROM HEADQUARTERS LATE IN AUGUST, WE WOULD PREFER TO COMPLETER OUR COMPLEMENT OF SIX EVENTS WITH AN ON-SITE IN MAY RATEHER THAN SEPTEMBER. OTHERWISE WE WOULD HAVE THREE MONTH HIATUS APRIL, MAY, JUNE. IF THIS RATIONALE ACCEPTABLE TO WASHINGTON, WE STILL PREFER "SAFETY AND SECURITY EQUIPMENT", LEAVING "AUTOMOTIVE MAINTENANCE AND REPAIR EQUIPMENT" AND "BIOMEDICAL AND HEALTH CARE EQUIPMENT" AS ALTERNATES. ACCORDING TO EXHIBITORS, JULY 77 -SAFETY AND SECURITY" SHOW HARDLY SCRATCHED THE SURFACE OF A MARKET WHICH IS TAKING OFF WITH THE SHARP UPSWING IN PROPERTY CRIME IN AUSTRALIA. HOWEVER, WE ARE WILLING TO ACCEPT ONE OF THESE TWO ALTERNATES IN THE MAY SLOT, SUBJECT TO A CHECK ON LOCAL CONFLICTS, IF S AND S THEME UNAVAILABLE.

6. BECAUSE OF ASSUMPTION PARA 1, WE THOUGHT THIS CABLE SHOULD PRECEDE TELEPHONE CONSULTATION. WE REQUEST OIM TO CONSIDER THESE POINTS AND THEN TO INITIATE TELCON ANY WEEKDAY AFTER 5:00 PM WASHINGTON TIME.
DAVIS

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 22-Dec-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770477-0083
Format: TEL
From: SYDNEY
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19771224/aaaaauhe.tel
Line Count: 116
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Litigation History:
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Original Previous Classification: n/a
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SAS ID: 143423
Secure: OPEN
Status: NATIVE
Subject: USIMC FY79 SCHEDULE.
TAGS: BEXP, AS
To: STATE
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/53cfcafd-c188-dd11-92da-001cc4696bcc
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